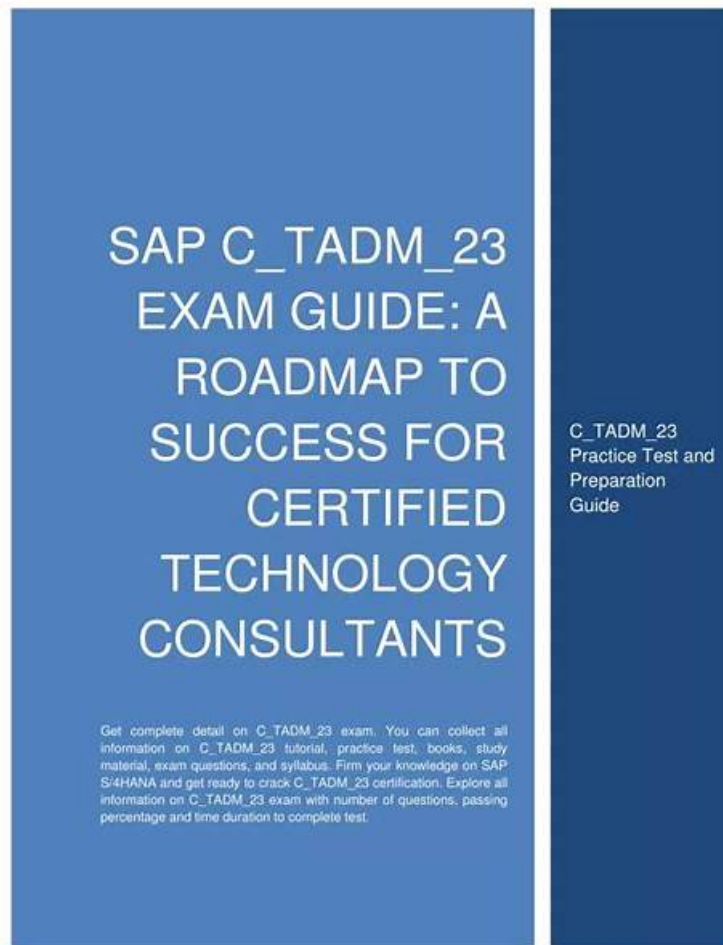


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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q20-Q25):

#### NEW QUESTION # 20

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- B. Sales document item category
- C. Sales document type
- D. Delivery type

Answer: C

#### NEW QUESTION # 21

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The app shows cost simulations for all possible order fulfillment scenarios.
- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- C. Icons and colors are used in the app to represent different types of issues.
- D. The process flow can be used to directly resolve issues as quickly as possible.

Answer: B,D

#### NEW QUESTION # 22

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Delivery type
- B. Higher-level item category
- C. MRP type
- D. Shipping point
- E. Item category group

Answer: A,B,E

#### NEW QUESTION # 23

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The higher-level item
- B. The customer master data
- C. The sales organization
- D. The material master data

Answer: A,D

#### NEW QUESTION # 24

Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- B. The item in the sales order is blocked for delivery.
- C. The service item has no schedule line assigned.
- D. The Delivering Plant field is not required.

Answer: A

#### NEW QUESTION # 25

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